

## Message Text

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14

ORIGIN NEA-12

INFO OCT-01 ISO-00 PM-07 DODE-00 CIAE-00 INR-10 NSAE-00

RSC-01 L-03 EB-11 COME-00 TRSE-00 OMB-01 /046 R

DRAFTED BY NEA/ARN:SEWARD:JMP

APPROVED BY NEA/ARN:DAKORN

PM/MAS - D. FARNHAM (SUBSTANCE)

----- 035346

R 192223Z NOV 73

FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

C O N F I D E N T I A L STATE 228195

E.O. 11652: GDS

TAGS: BDIS

SUBJ: CADILLAC GAGE PROBLEM WITH GOL

REF: BEIRUT 13128

1. DEPARTMENT HAS REVIEWED PROBLEM ALONG LINES REFTTEL WITH KRANKER, VICE PRESIDENT OF CADILLAC GAGE. KRANKER MAINTAINS THAT WHILE THERE WAS NO TIME LIMIT INCLUDED IN OFFER, LEBANESE OFFICIALS WERE WELL AWARE THAT QUOTED PRICE WAS NOT OPEN ENDED. KRANKER NOTES THAT ORIGINAL PRICE QUOTED A YEAR AND A HALF AGO, AND THERE HAVE BEEN SUBSTANTIAL COST INCREASES SINCE THAT TIME. IN ADDITION, CADILLAC GAGE IS NEGOTIATING TO SELL ARMORED CARS ELSEWHERE IN MIDDLE EAST. GOING PRICE FOR VEHICLE IS CURRENTLY DOLLARS 62,000 AND COMPANY IS NOT ANXIOUS TO ESTABLISH PRECEDENT OF DOLLARS 50,000 OR LOWER PRICE.

2. KRANKER WILL BE IN BEIRUT ON SATURDAY, NOVEMBER 24 AND HAS EXPRESSED WILLINGNESS TO STAY OVER THROUGH NOV. 26 TO TRY TO STRAIGHTEN MATTER OUT. HE WOULD BE WILLING TO MEET WITH MINISTER OF DEFENSE BUT DOES NOT WANT TO MEET WITH GEN. GHANEM. WE ASKED KRANKER TO CONTACT COL. GALLO UPON ARRIVAL.

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3. FYI. CADILLAC GAGE IS VERY DISILLUSIONED WITH WHAT  
IT SEES AS UNFAIR LEBANESE BARGAINING TACTICS DURING  
  
NEGOTIATIONS. KRANKER SAYS COMPANY AT THIS STAGE SIMPLY  
DOES NOT CARE WHETHER DEAL GOES THROUGH OR NOT. END FYI.  
KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 NOV 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
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**Executive Order:** GS  
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**Subject:** CADILLAC GAGE PROBLEM WITH GOL  
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**To:** BEIRUT  
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